

Disclaimer

This presentation is for educational purposes only and does not provide tax advice. It is meant to accompany an oral presentation and not to be used as a standalone document.

This presentation is based on the facts and circumstances being discussed, and on the laws in effect when it is presented. It does not supersede or alter any provisions of Minnesota laws, administrative rules, court cases, or revenue notices.

If you have any questions, contact us at $\underline{ salesuse.edu@state.mn.us}, 651-296-6181, or 1-800-657-3777 (toll-free).$



Minnesota Business Tax Education Program

Providing education opportunities about Minnesota tax laws.

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Course Objectives

After completing this course, you will be able to:

- Determine what taxes apply to sales
- Explain who must register for, collect, and remit local taxes
- Identify the documentation necessary for sales and use tax records and returns
- Identify what local taxing jurisdictions are implementing new local sales and use taxes
- Register for a local tax using e-Services
- List several resources that answer your sales and use tax questions

Which taxes apply to the sale?

Part 1

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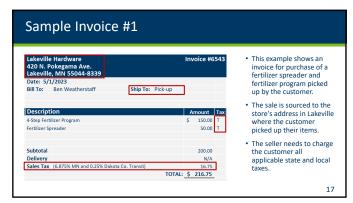
Sourcing determines where the sale takes place and which taxes are imposed on the sale. 1. Seller's Address 2. Delivery Address 3. Billing Address

See M.S. 297A.668, Subd. 2 for details

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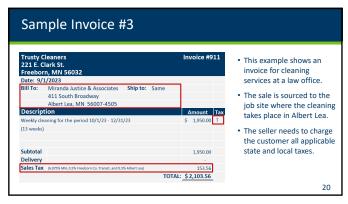
General Sourcing Rules #4 - 6 Sourcing determines where the sale takes place and which taxes are imposed on the sale. 4. Address from Business Records 5. Address from Payment Instrument 6. Seller's Address See M.S. 297A.668, Subd. 2 for details



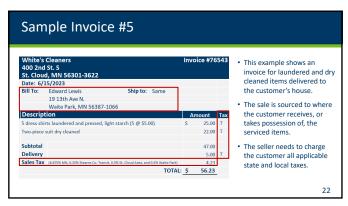


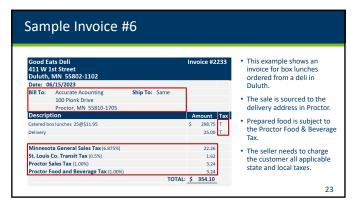
Sample Invoice #2				
1000 Washir Detroit Lake Date: 9/4/20 Bill To: John 913	s, MN 56501	Ship To: Same	Invoice #1122	This example shows an invoice for meeting room rental and equipment rental at a public library.
Description Meeting room re Projector rental Tables (50) Chairs (100) Subtotal Delivery			\$ 150.00 N T T T T T T T T T T T T T T T T T T	 The sale is sourced to the address where the equipment was received.
			TAL: \$ 364.75	18



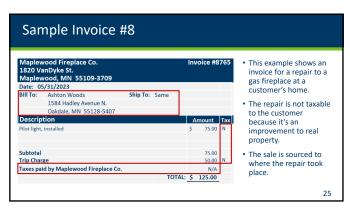


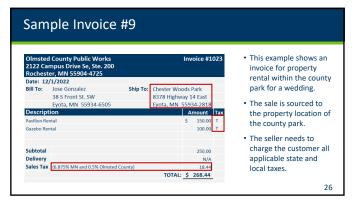
San	Sample Invoice #4			
1005 H Willma	Lawn Care igh Ave. NE r, MN 56201-6849		Invoice #7654	This example shows an invoice for lawn care at the customer's home.
Date: 6/ Bill To:	Mary Lennox 1009 West Lincoln Ave. Olivia, MN 56277-1250	Job Site: Same		The sale is sourced to the job site where the lawn
Descrip	otion		Amount Tax \$ 75.00 T	care took place in Olivia.
Fertilizer a	application		100.00 T	 The seller needs to charge the customer all applicable
Subtotal			175.00	state and local taxes.
Delivery			N/A	
Sales Tax	(6.875% MN and 0.5% Renville Cou	nty)	12.91	
		TOTA	L: \$ 187.91	
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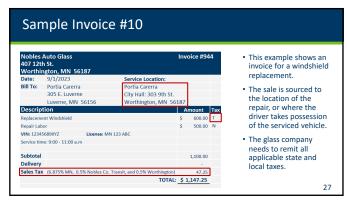


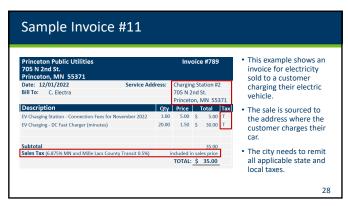


Sarr	ple Invoice #7	7			
Owator	Cedar Ave. nna, MN 55060-3955 /26/2023 Jack of All Trades Construction 540 West Hills Circle	408 2nd Av	enue SE		This example shows an invoice for lumber delivered to the customer's job site. The sale is sourced to
Descrip Composit		Medford, N	Amount \$ 2,000.00	Tax	the delivery address, which is the job site.
Deck screv	ws		50.00	т	The seller needs to charge the customer all
Delivery		it and 0.5% Medford)	50.00 165.38	_	applicable state and
Suics Tu	(0.075% WIN, 0.5% Steele CO. Trans		\$2,265.38	•	local taxes.
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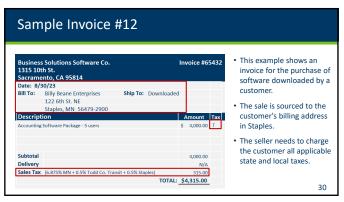


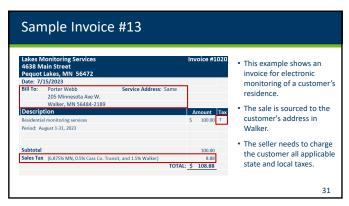


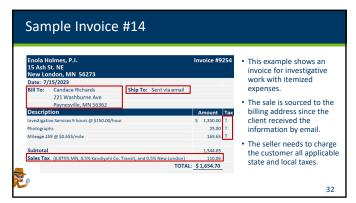


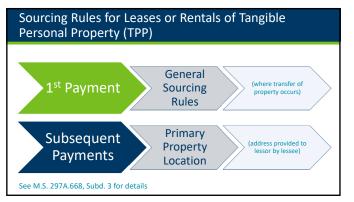


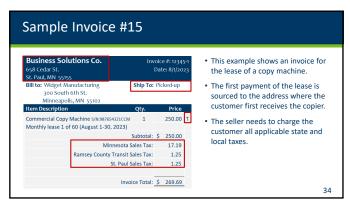


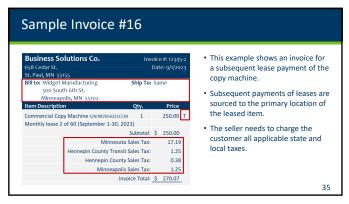


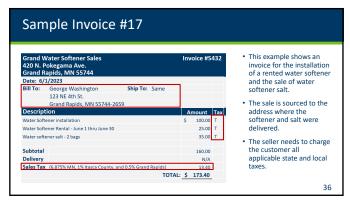












Special Sourcing Rules

- Lease or rental of motor vehicles, trailers, semitrailers, or aircraft that do not qualify as transportation equipment (M.S. 297A.668, Subd. 4)
- Transportation equipment (M.S. 297A.668, Subd. 5)
- Multiple points of use (M.S. 297A.668, Subd. 6a)
- Advertising and promotional direct mail (M.S. 297A.668, Subd. 7)
- Other direct mail (M.S. 297A.668, Subd. 7a)
- Manufactured and modular housing (M.S. 297A.668, Subd. 8)
- Florist sales (M.S. 297A.668, Subd. 9)
- Telecommunications and related services (M.S. 297A.669)

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Authorized Exemption Certificates

- Certificate of Exemption, Form ST3
- Certificate of Exemption, Form F0003
- Uniform Sales and Use Tax Certificate
- Other state's exemption certificates
- Self-prepared exemption certificate

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Required Elements for Exemption Certificates **TOTAL STATE OF THE STA

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Other Fields on the Exemption Certificate **More Prevalue Form 373, Certificate of Exemption Nature Corpus on Contracting angles in the state. **Contracting on Contracting angles in the state. **Contracting

Local Taxes

Local taxes are added to the state general sales tax rate to compute the total tax rate.

- City tax
- County tax
- Special local tax(es)
- Motor vehicle \$20 excise tax



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New City Sales and Use	ıaxes	
Local Tax	Rate	Effective Date
Edina Sales and Use Tax	0.500%	April 1, 2023
Fergus Falls Sales and Use Tax	0.500%	October 1, 2023
Grand Rapids Sales and Use Tax	0.500%	April 1, 2023
Litchfield Sales and Use Tax	0.500%	July 1, 2023
Maple Grove Sales and Use Tax	0.500%	April 1, 2023
Moorhead Sales and Use Tax	0.500%	April 1, 2023
Oakdale Sales and Use Tax	0.500%	April 1, 2023
Staples Sales and Use Tax	0.500%	April 1, 2023
Waite Park Sales and Use Tax	0.500%	April 1, 2023
Warren Sales and Use Tax	0.500%	April 1, 2023

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New Special Local Tax	es		
Local Tax	Rate	Effective Date	
Woodbury Lodging Tax	3.000%	April 1, 2023	
		-	
		5	52

City Taxes with an Inc	reased Ta	ax Rate	
Local Tax	Old Rate	New Rate	Effective Date
Cloquet Sales and Use Tax	0.500%	1.000%	April 1, 2023
Hermantown Sales and Use Tax	1.000%	1.500%	April 1, 2023
Hermantown Sales and Use Tax	1.000%	1.500%	April 1, 2023
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Local Taxes Ended			
Local Tax	Rate	Effective Date	
Detroit Lakes Sales and Use Tax	0.500%	June 30, 2023	
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Tools to Find Tax Rates

We offer a variety of tools including:

- Sales Tax Rate Calculator
- Sales Tax Rate Map
- Sales Tax API (Application Program Interface)
- Sales Tax Rate Spreadsheet
- Local Sales Tax Rate Guide
- Twin Cities Area Local Tax Rate Guide

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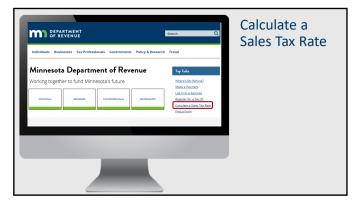
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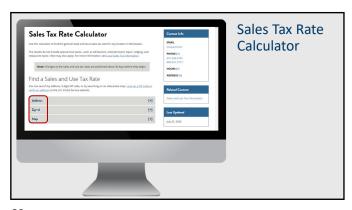


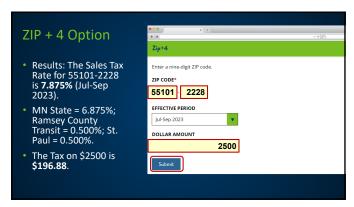
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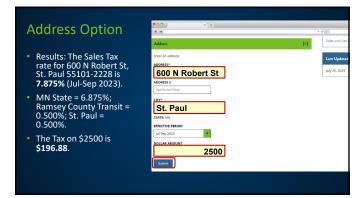




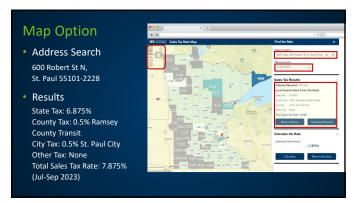


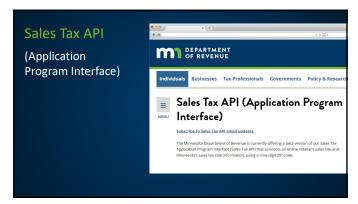












Who needs to register? Part 2

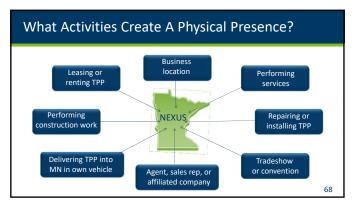
Who Needs to Register?

You must register in Minnesota if you:

- Make taxable sales into Minnesota
- Have a physical presence in Minnesota
- Remote sellers who exceed the Small Seller Exception
- Make purchases subject to use tax



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Remote Sellers

A **remote seller** is any business that sells products in a state without having a physical presence in that state.

Examples:

- Internet Sellers
- Mail order/catalog companies
- Sales over the telephone

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Who is a Marketplace Provider?
A Manhatalana Duratdan isan arawa a sibar da a d
A Marketplace Provider is any person, other than the seller, who facilitates a retail sale by:
Listing or advertising the seller's products; and
 Processing the payments from the customer, either directly or indirectly through a third party
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Sales Through Marketplace Providers
You only sell through a Marketplace
 If the Marketplace collects on your behalf, you do not need to register.
• If the Marketplace does not collect sales tax on your behalf, you
must register and collect the tax unless you meet the Small Seller Exception.
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Sales Through Marketplace Providers
You sell through a Marketplace, your own website, and through other sources
If all retail sales into Minnesota combined exceed the Small Seller
Exception, you must collect and remit tax for all sales not reported by the Marketplace.

How do I register for Sales and Use Tax?

Part 3

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Minnesota Tax ID Number

- Minnesota Department of Revenue's Business Center
- ° Register online
- ° Register by phone
- $^{\circ}\,$ Mail a completed paper registration form
- Streamlined Sales Tax Registration System (SSTRS)



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Registering for Local Taxes

- Automatic registration for those with ZIP Codes in the local taxing jurisdiction
- Online through e-Services
- Phone



Recordkeeping Part 4

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Recordkeeping

Keep good records that detail the amount of state and local tax you owe:

- Bills, receipts, invoices, cash register tapes
- Exemption certificates
- Shipping documents
- Worksheets used to prepare your tax returns

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Sales Tax Documentation

It's critical that you have documentation supporting:

- Date of the sale
- Description of the transaction (item or service sold)
- Sales price
- Sourcing of the sale
- · Taxes collected

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Transition Sales

We have rules for transition sales involving:

- Lease payments for tangible personal property
- · Tangible personal property
- Taxable services
- Admission tickets
- Purchases of construction materials used to complete a lump sum or fixed price construction contract

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Leases of TPP Sourced to a Location with a New Tax Rate

- New local taxes only apply to lease payments for periods that begin on or after the effective date of the tax.
- The tax does not apply to lease payments for tangible personal property and motor vehicles that include periods before the effective date.

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Sales of TPP Sourced to a Location with a New Tax Rate

New local taxes only apply to sales of tangible personal property ordered before the effective date if transfer of title or possession of the item passes to the purchaser on or after the effective date of the tax.

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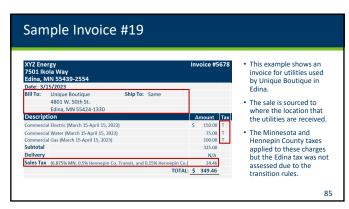
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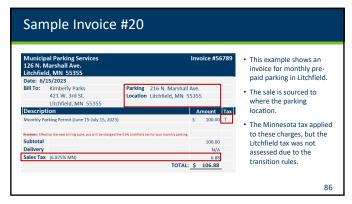
Sample Invoice #18 This example shows an Furniture Superstore invoice for a sectional delivered to a Ship To: Same Bill to: Sophia Chase 12800 Arbor Lakes Parkway N. customer's home. Maple Grove, MN 55369-7064 Item Description Right Sectional Couch The sale is sourced to the delivery address. 950.00 1 SKU #LV123456; Ivory linen fabric Delivery scheduled for April 3, 2023 9-11 a.m. · The seller must charge all applicable taxes Subtotal: \$ 950.00 effective on the date Delivery: \$ 50.00 they deliver the 80.25 furniture to the Invoice Total: \$1,030.25 customer. 83

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Services Sourced to a Location with a New Tax Rate

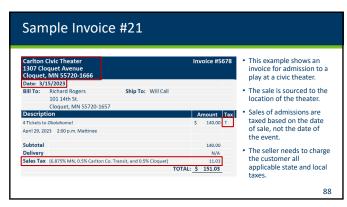
- New local taxes only apply to sales billed for services provided during periods that begin on or after the effective date of the tax.
- The tax does not apply to taxable services, or utility services, that include periods before the effective date.





Admission Sourced to a Location with a New Tax Rate

- The new tax applies to sales of admission on or after the effective date.
- Ticket sales are taxed based on the date purchased, not the date of the event.



Construction Contracts with a New Tax Rate at the Job Site

The new tax does not apply to purchases of construction materials used to complete a fixed price contract \underline{if} all the following are true:

- The contract does not provide for an allocation of future taxes.
- The materials are used exclusively in performing the contract.
- The materials are delivered within six months of the effective date.

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Are you looking for additional resources? Wisit our website at revenue.state.mn.us

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Sales and Use Tax Contact Information

• Sales taxability questions

Email: salesuse.tech@state.mn.us

• Sales and Use Tax account questions

Email: salesuse.tax@state.mn.us

• Telephone assistance

Phone: 651-296-6181 or 1-800-657-3777 (toll free)





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Course Review

During this course, we discussed...

- What taxes apply to the transaction based on where the sale is sourced
- Who must register for, collect, and remit state and local taxes
- The documentation necessary for sales and use tax records
- New and recent changes to local sales and use taxes
- How to register for a local tax using e-Services
- Resources that answer sales and use tax questions

